

Message Text

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ACTION XMB-04

INFO OCT-01 ARA-10 ISO-00 AID-05 CIAE-00 EB-08 FRB-01
INR-07 NSAE-00 USIA-15 TRSE-00 OPIC-06 SP-02
LAB-04 SIL-01 OMB-01 /065 W
-----261644Z 126953 /40
R 252049Z MAR 77
FM AMEMBASSY BUENOS AIRES
TO SECSTATE WASHDC 9741
INFO USDOC WASHDC

UNCLAS BUENOS AIRES 2305

PASS EXIMBANK

E.O. 11652: N/A
TAGS: BPRO, AR
SUBJECT: POTENTIAL SALE IN ARGENTINA BY HARRIS CORPORATION,
WEB PRESS DIVISION

REF: A) STATE 059968; B) BUENOS AIRES 2169

1. EMBASSY HAS BEEN APPROACHED BY MR. ERIK H. LYUNGBERG, GENERAL SALES MANAGER FOR EXPORT OF HARRIS CORPORATION OF WESTERLY, RHODE ISLAND, WITH REGARD TO POTENTIAL SALE OF WEB OFFSET PRESS VALUED AT APPROXIMATELY US\$2 MILLION TO LA OPINION NEWSPAPER GROUP (WHICH INCLUDES EDITORIAL OLTA SA, PUBLISHING FIRM, AND GRAFICOS GUSTAVO SA, PRINTING FIRM). LYUNGBERG STATES HARRIS CAN OBTAIN ORDER WITH APPROPRIATE FINANCING. HARRIS INTENDS TO APPROACH EXIM SOON FOR DIRECT CREDIT TO FINANCE THIS SALE.

2. WE ARE ALSO INFORMED THAT PRINCIPAL COMPETITOR OF HARRIS IS IN THIS INSTANCE EAST GERMAN FIRM, POLYGRAPH, WHO HAVE OFFERED 10 YEARS AMORTIZATION PERIOD, INCLUDING 1 YEAR'S GRACE, AT TYPICALLY LOW INTEREST RATES OFFERED BY EASTERN EUROPEANS. LA OPINION WOULD PREFER TO DEAL WITH HARRIS BUT
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NEEDS FINANCING.

3. AS EXIM AWARE LA OPINION GROUP IS WELL KNOWN AND RESPECTED IN ARGENTINA WHERE "LA OPINION" IS MAJOR DAILY. EMBASSY, OF COURSE, WOULD HAVE NO OBJECTION, POLITICAL OR OTHERWISE TO BANK'S SUPPORT OF THIS SALE - IN FACT STRONGLY SUPPORT HARRIS' APPLICATION FOR CREDIT, WHICH EXIM CAN

EXPECT IN NEXT TWO TO THREE WEEKS.

HILL

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 25-Mar-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977BUENOS02305
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770105-0007
Format: TEL
From: BUENOS AIRES
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770323/aaaaatrp.tel
Line Count: 64
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 789161b2-c288-dd11-92da-001cc4696bcc
Office: ACTION XMB
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
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SAS ID: 3000984
Secure: OPEN
Status: NATIVE
Subject: POTENTIAL SALE IN ARGENTINA BY HARRIS CORPORATION, WEB PRESS DIVISION
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